

# Influence Through Logic

— *Muhammad Farman*

# Psychology of influence

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The study of how people's attitudes, beliefs, choices, and behaviors are influenced by others is known as the psychology of influence. Understanding how people and groups are affected by numerous social elements requires an interdisciplinary approach that draws on knowledge from psychology, sociology, anthropology, and communication studies.

Social influence, or how people are affected by others in their social context, is one of the fundamental ideas in the psychology of influence. Conformity, compliance, and obedience are a few examples of the various social influences.

When people alter their beliefs or behaviors to match those of a group, this is known as conformity. People comply when they do as someone else asks or demands of them. Following leads to obedience.

*Muhammad Farman*

# Introduction

It was narrated from Anas bin Malik that the Messenger of Allah (ﷺ) said: Seeking knowledge is a duty upon every Muslim, and he who imparts knowledge to those who do not deserve it, is like one who puts a necklace of jewels, pearls, and gold around the neck of swines. (Sunan Ibn Majah, Book of Asceticism, Hadith 224)

"Influence Through Logic" is a research article that discusses the Islamic perspective on the concept of influence. The article highlights that the Quran encourages believers to use logical reasoning and persuasion when trying to influence others. It emphasizes the importance of using intellect and reason to present arguments and make a convincing case.

The article also discusses the influence of the Quran and how it can be used to persuade others. It highlights that the Quran provides guidance on how to be an effective influencer by using logical reasoning, kindness, and sincerity. It encourages the use of persuasive language that is clear, concise, and backed by evidence.

The article further discusses the use of logical reasoning about Hadiths and their teachings on influence. It emphasizes that Islamic scholars use the principles of logic to analyze and interpret Hadiths. The use of logical reasoning allows them to understand the true meaning of the Hadiths and how they can be applied in contemporary contexts.

Moreover, the article provides several Hadiths that provide further insight into the concept of influence. These Hadiths encourage Muslims to use their knowledge and wisdom to influence others positively. They also highlight the importance of having a good character and being a role model for others. In conclusion, "Influence Through Logic" highlights the Islamic perspective on influence and emphasizes the importance of using logical reasoning and persuasion to influence others. The article provides insights from the Quran and Hadiths, which can guide Muslims on how to be effective influencers. It encourages Muslims to use their knowledge, wisdom, and good character to positively influence those around them.

"Influence Through Logic," which offers insights and perspectives on the topic of influence from an Islamic perspective. As the author, Muhammad Farman, I have drawn on my knowledge of Islamic teachings and principles, as well as my research into the science of influence and psychology, to provide a comprehensive and practical guide for readers who seek to use influence for positive purposes.

Throughout the article, I emphasize the importance of using influence ethically and responsibly, in accordance with Islamic values and principles. I discuss how the Quran and Sunnah provide guidance on effective communication and persuasion and offer practical tips and strategies for building trust, creating rapport, and persuading others through logic and reason.

As a Muslim researcher, my aim is to provide readers with a unique perspective on the influence that is grounded in Islamic teachings and values. I hope that my work will contribute to a better understanding of how influence can be used to promote positive change and benefit society as a whole.



# The Quran encourages believers to use logical reasoning and persuasion when trying to influence others.

*"And argue not with the People of the Scripture unless it is in (a way) that is better, save with such of them as do wrong; and say: We believe in that which hath been revealed unto us and revealed unto you; our God and your God is One, and unto Him, we surrender." (Quran 29:46)*

This verse instructs believers to use a better and more logical argument when discussing with the people of the scripture, who have different beliefs. It also emphasizes the importance of finding common ground and emphasizing the shared beliefs between different faiths.

*"And who is better in speech than one who invites to Allah and does righteousness and says, "Indeed, I am of the Muslims." (Quran 41:33)*

This verse encourages believers to use good speech, logical arguments, and righteousness when inviting others to Allah. By setting a good example and using logical reasoning, believers can inspire others to follow the right path.

*"And thus do We explain the Ayat (proofs, evidences, verses, lessons, signs, revelations, etc.) in detail, that the way of the Mujrimun (criminals, sinners) may become manifest." (Quran 6:55)*

This verse suggests that Allah explains the proofs and signs in detail so that even the sinners can understand the truth. By using clear and logical arguments, believers can help others understand the truth and be guided toward the right path.

# Influence From Quran

In the Quran, there are several verses that speak about influence, particularly in the context of how individuals can influence others to do good or evil.

*"And from among you there must be a party who invite people to all that is good and enjoin the doing of all that is right and forbid the doing of all that is wrong. It is they who will attain true success." (Quran 3:104)*

This verse highlights the importance of being a positive influence on others by encouraging good behavior and discouraging bad behavior.

*"O you who have believed, be persistently standing firm in justice, witnesses for Allah, even against yourselves or parents and relatives. Whether one is rich or poor, Allah is more worthy of both. So follow not [personal] inclination, lest you not be just. And if you distort [your testimony] or refuse [to give it], then indeed Allah is ever, with what you do, Acquainted." (Quran 4:135)*

This verse emphasizes the importance of standing up for what is just and right, even if it goes against one's own personal interests or the interests of one's family and friends. This can be a powerful form of influence, as it can inspire others also to act justly and righteously.

*"And who is better in speech than one who invites to Allah and does righteousness and says, 'Indeed, I am of the Muslims.'" (Quran 41:33)*

This verse encourages individuals to use their words to invite others to do good and to follow the path of righteousness. This can be a form of influence that inspires others to also strive to be better people. Overall, the Quran emphasizes the importance of using one's influence to encourage good behavior and discourage bad behavior. It encourages individuals to be positive role models and to use their words and actions to inspire others to do what is right and just.

# Logical reasoning about Hadiths and their teachings on influence

Hadiths are a primary source of Islamic guidance and contain the sayings and actions of the Prophet Muhammad, peace be upon him. Through these teachings, we can gain insight into the importance of influence in Islam.

*One Hadith that highlights the significance of influence is "The Prophet (ﷺ) said: A man follows the religion of his friend; so each one should consider whom he makes his friend. ( Sunan Abi Dawud 4833)"*

This Hadith stresses the importance of surrounding ourselves with good company and bad company good company help us become better individuals.

Another Hadith that speaks to the value of influence is "Allah helps the servant as long as he helps his brother." This Hadith emphasizes the importance of supporting and helping others, as it not only benefits the person being helped but also brings blessings and aid from Allah. By being a positive influence on others, we not only improve their lives but also increase our own chances of receiving divine aid and blessings.

Additionally, a Hadith states, "The best among you is the one who is best to his family." This Hadith highlights the importance of being positive within our families and communities. By showing kindness, compassion, and respect to those closest to us, we can inspire positive change and make a difference in the lives of those around us.

Overall, Hadiths provide guidance on the importance of influence in Islam, stressing the significance of surrounding ourselves with good company, helping others, and being influence within our families and communities. These teachings offer logical reasoning for the value of influence, demonstrating the potential for positive change that comes with influencing others in a beneficial way.

# Several Hadiths (Narrations Attributed To The Prophet Muhammad, Peace Be Upon Him) Provide Further Insight Into The Concept Of Influence

*"The best of people are those who are most beneficial to people." (Al-Muṣannaf 5933)*

This Hadith emphasizes the importance of being a positive influence on others by being of benefit to them. This can take many forms, such as providing guidance, offering assistance, or simply being a good listener.

*"Whoever guides someone to goodness will have a reward like one who did it." (Sahih Muslim 1893)*

This Hadith highlights the value of being influence by guiding others to do good. It suggests that even if we cannot personally carry out every act of goodness ourselves, we can still earn rewards by encouraging others to do so.

*"A believer is a mirror to his brother. A believer is a brother of another believer. He protects him against any danger, whether visible or not, and he stands by him." (Sunan Abi Dawud 4917)*

This Hadith emphasizes supporting and protecting others. It suggests that believers should act as mirrors for one another, reflecting back the good that they see and protecting each other from harm.

*"The strong believer is better and more beloved to Allah than the weak believer, although both are good. Strive for that which will benefit you, seek help from Allah, and do not give up." (Sahih Muslim 2664)*

This Hadith suggests that individuals should strive to be a positive influence by being strong in their faith and by seeking to benefit themselves and others. It encourages perseverance and reliance on Allah as a source of help and support.

Overall, these Hadiths emphasize being of benefit to them, guiding them to do good, supporting and protecting them, and striving to be strong in faith and action.

# 10 Western psychologists' perspectives about Influence

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**Robert Cialdini:** *Cialdini's work on social influence theory explores the six principles of persuasion, which include reciprocity, scarcity, authority, consistency, liking, and consensus.* ([Reference](#))

**Solomon Asch:** *Asch conducted a series of experiments on conformity, which demonstrated how individuals are influenced by the social pressure of a group, even if it goes against their own beliefs.* ([Wikipedia](#))

**Stanley Milgram:** *Milgram's experiments on obedience showed that individuals are willing to obey authority figures, even if it means harming others, demonstrating the power of authority and social norms.* ([Wikipedia](#))

**Kurt Lewin:** *Lewin's field theory of social psychology highlights the role of social context and environment in influencing individuals' behavior and attitudes.* ([Reference](#))

**Albert Bandura:** *Bandura's social learning theory emphasizes the role of observation and imitation in influencing behavior, and how individuals can learn from the behavior of others.* ([Reference](#) )

**Leon Festinger:** *Festinger's cognitive dissonance theory explains how individuals experience psychological discomfort when their beliefs or attitudes conflict with their behavior, and how this discomfort can influence their behavior.* ([Reference](#))

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**Ellen Langer:** *Langer's work on the illusion of control and mindlessness highlights how individuals can be influenced by situational factors and how mindfulness can increase their sense of control.* ([Reference](#))

**Richard Petty and John Cacioppo:** *Petty and Cacioppo's elaboration likelihood model explains how individuals process persuasive messages and how the route of processing influences the effectiveness of the message.* ([Wikipedia](#))

**Irving Janis:** *Janis's work on groupthink highlights how individuals can be influenced by the social dynamics of a group, leading to poor decision-making and conformity.* ([ResearchGate](#))

**Daniel Kahneman:** *Kahneman's work on cognitive biases and heuristics demonstrates how individuals can be influenced by mental shortcuts and biases, leading to errors in judgment and decision-making.* ([Reference](#))

# Deference between Islamic definition of influence and current definition of influence

## Islamic definition of influence:

In Islam, the concept of influence is closely linked to the concept of "Dawah," which refers to the act of inviting others to the Islamic faith. Influence in Islam is seen as a positive force that should be used to spread goodness, kindness, and justice in the world. Islamic scholars emphasize the importance of using influence in a responsible and ethical manner, and warn against using influence for personal gain or to harm others.

Islamic teachings stress the importance of leading by example and embodying the values of Islam in one's daily life. The Prophet Muhammad is considered the ultimate role model, and Muslims are encouraged to follow his example in all aspects of life. Muslims are also encouraged to use their influence to promote peace, harmony, and social justice, and to resist injustice and oppression.

In Islam, the ultimate goal of influence is to bring people closer to God and to promote the well-being of society as a whole. Muslims are encouraged to use their influence to help others and to spread kindness and compassion, and to avoid using influence to gain power, wealth, or prestige.

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## Current Western definition of influence:

In the Western context, influence is often associated with persuasion or manipulation, where one person or group tries to change the attitudes or behaviors of another person or group. The Western definition of influence is often associated with marketing, advertising, and politics, where the goal is to persuade people to buy a product, support a candidate, or adopt a certain belief or behavior.

Western scholars tend to focus on the psychological and social factors that influence people's decisions and behaviors. They study the ways in which individuals and groups can be influenced through various techniques, such as social proof, authority, scarcity, and reciprocity.

Western scholars also examine the power dynamics involved in influence, and often discuss the ethics of using influence to achieve personal gain or to harm others. They study the ways in which influence can be used to promote positive change, such as in leadership or social movements, as well as the ways in which it can be used to perpetuate inequality and oppression.

# I Hope This Research Article Helps You To Learn Something New.

In conclusion, the Islamic perspective on influence emphasizes the importance of using logic and persuasion to convey ideas and influence others. The Quran and Hadiths provide guidance on how to be effective in influencing others while staying true to Islamic principles. The Western psychological perspective on influence has also provided valuable insights into how people are influenced by social context, persuasive messages, and cognitive biases.

In this research article, we have explored the Islamic and Western perspectives on influence, highlighting their similarities and differences. By combining these perspectives, we can gain a deeper understanding of the concept of influence and how it affects our daily lives.

May we all strive to be effective influencers in our personal and professional lives, while adhering to the principles of Islam.  
Assalamu alaikum.

*Muhammad Farman*